Step 3 – Door Knocks & Calls Scheduled and Time Blocked

Every thing you plan to do should be added to a recurring schedule. Keeping everything organized—especially your time—is the key to success in real estate.

Schedule a time of day to sit down and search for phone numbers. Once your system is in place, hire an admin for 5 hours a week to look up new FSBO prospects for you on Craigslist, Backpage and other For Sale by Owner Sites.

TIME BLOCK

Set a different time of day to make your calls, and time block an entire day to knock on doors. Then stick to your schedule! You may need to tweak it in the beginning, but once you have it set you'll be thankful you made a schedule.

Share your success and let me know you've completed this step.

Copy and paste this tweet onto Twitter:

I just completed Step 3 in my Top Pro For Sale By Owner Expert Certification @CarolMazur #realestate #topprogroup

Becoming a high volume top producer is a serious step in life, which requires professional systems and guidance. Congratulations on putting your FSBO systems in place!

Please go to step four of your Top Pro For Sale By Owner Expert Certification.

Search **f3** for additional FSBO materials and enter "perfect week" in our search.

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